

# Anne E. Curtis, CPA

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Global and resides in Philadelphia, PA, USA +1 215 820 5832

***“Global IT Executive delivering sustained growth and digital transformation through strategic innovation, financial discipline, and operational excellence across multi-industry enterprises.”***

## Core Competencies

- Global Operations Leadership | Digital Transformation | M&A Integration | Channels & Alliances
- Enterprise IT Strategy | Cybersecurity Governance | Data & Analytics
- P&L Management (up to \$500M) | Global Teams (3,000 +)
- Business Development | Vendor & Contract Negotiation | Supply Chain Optimization
- Client Engagement | Innovation | Change Leadership

Senior international executive with results-oriented achievements in both top-line revenue growth and bottom-line profitability improvements through business development, financial and operational transformation and innovation. Extensive experience in Large Complex Deals and Negotiations, Third Party Advisor/Influencer Management, Supply Chain/Procurement especially with Third Party Contracts on Deals and Non-labor Spend, Operations/Delivery, Strategy, M&A/Due Diligence, Finance, Practice Management, Sales, Alliances, Partnerships, Channels, Client Relationship Management, Governance and Engagement in large complex matrix organizations. Achieved 25+ years of experience in Professional Services. Technology Practice/Sales, Business/Operations/Finance Management and Largest Team Managed – 3,000 HC, Largest P&L Managed - \$500M, Largest Revenue Expansion – 300% in 5 years and Largest Margin Increase – Range from 60% to 115%.

## Tata Consulting Services

### **Commercial Director**

2021 - Present

- Part of the Negotiations/Management Teams of over 100 Major Market Teams’ multi-million complex multi-party deals totaling in excess of 3.5B USD in TCV.
- Expert in negotiations of third-party providers in terms of flow-downs of contractual requirements to ensure risk exposure is mitigated.

### **Financial and IT Consultant, Global**

2018 - 2020

- For a Fortune 25 IT and SW Firm, Program Management for a re-engineer of Product and Services global portfolio and pricing restructure.
- Negotiation of a \$60M+ multi-million complex multi-party renewable energy business segment in Solar Development, involving EPC negotiations, PJM/Grid, Permits, Grants, etc. Included subsequent sell of the entity to a large Utility.
- Subject Matter Expert on Go to Market and Portfolio Strategies with several firms in software and managed services.
- Consulting with Investment Firms on analyzing target and current investments on trends and valuations.
- Financial Advisor to several EU-based Private Equity and Global Consulting firms, including M&A and Due Diligence.
- Advisory services to emerging firms in leveraging new technologies and international expansion.

## Senior Principal, CCM/Negotiator

### **DXC (Legacy CSC), Global**

2013-2017

- Led negotiations of large complex deals and renegotiate troubled deals, primarily focused in Financial Services, Insurance, Energy; (Nuclear/Oil & Gas), Retail/CPG and Health Care. Also specialized in Strategic Alliances.
- Negotiated complex European ITO/Network/Cybersecurity \$140M Deal in Regulatory industry environment.
- Achieved \$10M recovery and cost avoidance in 4 months on 2 major remediations in Singapore and USA.
- Negotiated a \$30M deal in a complex Health Care environment.

# **Anne E. Curtis - Continued**

- Negotiated \$45M Deal and 35M Deal in Insurance BPO.
- Developed the pricing strategy to an As-A-Service Cloud model from an Enterprise approach in firm-owned IP.
- Part of Open Source Task Force for Health Care Software Products.
- Developed Strategy for Third Party Advisors and Influencers to promote CSC as a Market Leader resulting in CSC being invited to sales opportunities.
- Negotiated and managed Go-to-Market Alliances including IBM, SAP, PwC, EMC, AT&T, Verizon, AWS, Workday, SFDC, Microsoft and Oracle.

## **Xerox, Vice President, Channels & Alliances and Negotiations**

### ***Xerox, Global***

2010-2012

- Developed the Growth Strategy for Finance and Account Services, including Source-to-Pay primary focused on creating go to market strategies.
- Built out Portfolio Offerings by identifying gaps and solve through either acquisition or alliance including due diligence and contract management/ negotiation and working with Third Party Advisors.
- Executed Xerox Synergy projects, portfolio solutions expansion through Alliances.
- Managed a Captive Center Acquisition and due diligence on a Stock Deal in Poland.
- Negotiated two \$30M-plus multi-year global outsourcing contracts, and led a client's journey on outsourcing FAO in Europe.
- Established SMB offerings for Finance and Accounting Services Portfolio.

## **Accenture, Senior Executive and Partner, Office of Risk**

### ***Accenture, Global***

2007-2010

- COO role in Products Industry on large complex diamond clients, responsible for the daily management of the teams for Contract Management, Finance, Operations/ Project Management Office (PMO), Human Resources, Resource Sourcing (smart/offshoring) and the Commercial Negotiations.
- P&L Responsibility ranged from \$100M to \$500M depending on the client. In addition to direct client responsibilities, worked on establishing the infrastructure of a new area of Operations at Accenture in the Office of Risk Management. For a European Telecom, conducted a QA Commercial Assessment of a \$450M 5-year deal for SI and AO
- For a Global Pharmaceutical Client, on Deal Team to renegotiate and extend both FAO and ITO Agreements totaling \$800M
- For a Fortune 50 Manufacturing client, re-negotiated a global restructure of a \$100M AO Maintenance and Support services agreement from Parent to 75 End-user Clients, dealing with complex international cross border, tax and finance matters.

## **Unisys, Vice President, Global Strategy and Alliances**

### ***Unisys, Global***

2004-2006

- Led the studies with Bain & Company on the commercial strategy and development of the managed services portfolio
- Established the CEE Captive Shared Services Center, including inbound Call Center and application development in early 2005, in 2012 the center exceeds 700 Seats.
- Led initiatives on customer success, engagement and satisfaction with key clients such as Cadbury Schweppes.
- Developed strategy with McKinsey on the restructuring and global sourcing initiative to migrate Head Count from North America to Smart Sourcing locations (India, China and Budapest).
- Collaborated on setting the Future Centers Strategy for Managed Service Centers, Data Centers, Call Centers, Network Command Centers, and Security Centers to consolidate the centers and reduce real estate costs that will result in an improved seamless integrated service to our client base across the service lines.

# **Anne E. Curtis - Continued**

## **WPP, Partner and COO Europe for Millward Brown**

### **WPP Group, Europe**

1995-2004

- Chief Operating Officer and Partner, Europe, Rome, Italy (2000 to 2004) Europe Board Member, WPP Partner Club and Member of Global Operations Committee.
- Tripled revenue during tenure via organic growth, geographical expansion and acquisitions. Countries Included: Germany, France, Italy, Spain, Portugal, Hungary, Poland, Czech Republic and Turkey Profitability increased from 8.8% to 13.4%.
- Developed Key Account Marketing Strategy resulting in 15%-plus revenue growth in certain accounts. Clients included: Unilever, Coke, Pepsi Snacks and Beverages, ING, Whirlpool, Gillette, GSK, General Motors, Ford, Kraft, Colgate-Palmolive, L'Oreal, Nestle, IBM.
- Managed 7 Call Centers with 400 total Seats. Migrated from Paper Data Collection to venue-based Centers (70 Centers across Europe with 500 Units) achieving 32% savings in Direct Costs leveraging a "Cloud" Model.
- Established a Captive Center in Budapest Hungary focused on a new line of business in interactive and advertising research, centralized Data Processing Unit with overflow migrated to India, achieving savings of \$800K/yr.

## **PwC, Manager, Audit and Consulting**

### **PwC (Legacy C&L), United States**

1986-1994

- Worked on mergers and acquisitions and related due diligence, SEC reporting, and international accounting for clients in Retail, Financial Services, Insurance, Health Care, and Manufacturing. Part of the Management Team that founded the Outsourcing Practice.

## **Certifications**

- **Certified Public Accountant** - Pennsylvania and District of Columbia
- **Black Belt** – Six-Sigma Lean, 2005
- **Negotiations** – University of Michigan, Ross School of Business, 2014

## **Education**

- **Widener University**, Chester, PA, Bachelor of Science Degree, Dual Major in Accounting and Economics, May 1986, Academic Honors
- **Juran Institute of Quality Management**, Six Sigma Lean Champion, Sponsor and Black Belt Certification, Blue Bell, PA, 2005